

# **TOWN OF DAVIE**

## **TOWN COUNCIL AGENDA REPORT**

**TO:** Mayor and Councilmembers

**FROM/PHONE:** Donald DiPetrillo, Fire Chief, (954) 797-1213  
Document Prepared by: Steven Eggnatz, Deputy Fire Chief

**SUBJECT:** Resolution

**AFFECTED DISTRICT:** N/A

**TITLE OF AGENDA ITEM:** A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, ACCEPTING THE BID FROM MEDTRONIC EMERGENCY RESPONSE SYSTEMS TO PURCHASE LIFEPAK 12 EKG MONITOR/DEFIBRILLATORS WITH 12 LEAD EKG TRACING, CARDIAC PACING, PULSE OXIMETRY AND END TITAL CO2 MONITORING, NONINVASIVE BLOOD PRESSURE MONITORING AND INTEROPERABLE COMMUNICATIONS, AED's AND, ASSOCIATED EQUIPMENT AS A SINGLE SOURCE PROVIDER.

### **REPORT IN BRIEF:**

Since 1996, when the Town of Davie Fire Rescue Department received its Certificate of Public Convenience and Necessity (COPCN) for emergency medical service responsibilities, we have used Zoll EKG monitor/ defibrillators. Currently the Davie Fire Rescue Department is the only Fire Rescue agency in Broward County that does not utilize the Lifepak 12 monitor/defibrillator from Medtronic, to treat patients suffering from cardiac illness. Continued use of the ZOLL monitor/defibrillator renders the Davie Fire Rescue department's cardiac equipment incompatible with all the other fire agencies in Broward County. Our goal with this purchase is to be compatible with the other pre-hospital fire rescue agencies in the county as well as the hospitals emergency departments. Additionally, cardiac care technology has advanced to a point that it is necessary for the department to enhance and update our current cardiac intervention and monitoring capabilities. One of the key changes that have occurred in our community has been the instituting of the LifeNet Receiving Station at all the area hospitals. Zoll EKG monitors are not compatible with the LifeNet receiving station. Purchasing cardiac monitors from Medtronic will allow Davie Fire Rescue paramedics to transmit a patient's EKG via LifeNet to the receiving hospital while the fire rescue unit is in transit, providing the patient with the best chance for survival. This purchase includes ten (10) Automatic External Defibrillators (AED's) to be located in town facilities.

**PREVIOUS ACTIONS:** Town Council previously approved Ordinance Number 2003-026 to fund the Town's Five Year Plan for FY 2004-2008

**CONCURRENCES:** The Fire Chief, the EMS Coordinator and the Purchasing Department have reviewed Medtronic Emergency Response Systems bid.

### **FISCAL IMPACT:**

Has request been budgeted? Yes

If yes, amount needed \$333,517.40

What account will funds be appropriated from: Capital Projects account not yet designated.

**RECOMMENDATION(S):** Motion to approve the resolution

### **Attachment(s):**

Resolution

Procurement Authorization

Medtronic Emergency Response Systems Quotation

RESOLUTION NO. \_\_\_\_\_

A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, ACCEPTING THE BID FROM MEDTRONIC EMERGENCY RESPONSE SYSTEMS TO PURCHASE LIFEPAK 12 EKG MONITOR/DEFIBRILLATORS WITH 12 LEAD EKG TRACING, CARDIAC PACING, PULSE OXIMETRY AND END TITAL CO2 MONITORING, NONINVASIVE BLOOD PRESSURE MONITORING AND INTEROPERABLE COMMUNICATIONS, AED's AND, ASSOCIATED EQUIPMENT AS A SINGLE SOURCE PROVIDER.

WHEREAS, it is mandatory by Florida Statute 401 and Florida Administrative Code 64E-2 for the Town of Davie Fire Rescue to maintain and use the current EKG monitoring and interventional technology in the treatment of cardiac patients in the pre-hospital arena; and

WHEREAS, there is a need for the Town of Davie Fire Rescue Department to become more compatible with other fire rescue agencies and hospitals within Broward County; and

WHEREAS, all hospitals in Broward County have gone to the Lifenet EKG interoperable communications system, which is only compatible with Medtronic Emergency Response Systems' EKG Monitor / Defibrillator units; and

WHEREAS, Medtronic Emergency Response Systems has made a very generous quotation which incorporates the purchasing of all of our current EKG equipment at a very reasonable price; and

WHEREAS, the Fire Rescue Department wishes to purchase said equipment from Medtronic Emergency Response Systems as a single source provider;

WHEREAS, after review, the Town Council wishes to accept the bid from Medtronic Emergency Response Systems

NOW, THEREFORE, BE IT RESOLVED BY THE TOWN COUNCIL OF THE TOWN OF DAVIE, FLORIDA:

SECTION 1. The Town Council hereby accepts the bid from Medtronic Emergency Response Systems as the supplier to purchase EKG Monitor / Defibrillator / Pacers /AED's in the amount of \$333,517.40.

SECTION 2. The Town Council hereby authorizes the expenditure from the Capital Project EMS Account, Fire Rescue Bond project.

SECTION 3. This resolution shall take effect immediately upon its passage and adoption.

PASSED AND ADOPTED THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 2005

\_\_\_\_\_  
MAYOR/COUNCILMEMBER

Attest:

\_\_\_\_\_  
TOWN CLERK

APPROVED THIS \_\_\_\_\_ DAY OF \_\_\_\_\_, 2005

# TOWN OF DAVIE

## PROCUREMENT AUTHORIZATION

<u>ACCOUNT NUMBER.</u>	<u>BUDGET ITEM &amp; DESCRIPTION</u>	<u>APPROXIMATE COST</u>
030-3504-522-6430	Cardiac Equipment	\$333,517.40

METHOD OF PROCUREMENT (check the one that applies)

☐ Open Competitive Bidding  
☐ Piggyback on Contract Number \_\_\_\_\_  
☒ Single Source  
☐ Request for Proposals

### SPECIFICATIONS & LIST OF VENDORS MUST BE ATTACHED

Signed \_\_\_\_\_  
Department Head

Have Funds been Reserved \_\_\_\_\_  
Date \_\_\_\_\_ Signed \_\_\_\_\_

Signed \_\_\_\_\_  
Town Administrator

<u>VENDOR</u>	<u>BIDS SUBMITTED</u>	<u>COST</u>
Medtronic Emergency Response Systems		\$333,517.40

Signed \_\_\_\_\_  
Procurement Manager

### TOWN ADMINISTRATOR'S RECOMMENDATION

<u>Vendor</u>	<u>Cost</u>
Medtronic Emergency Response Systems	\$333,517.40



**Medtronic Emergency Response Systems**  
 11811 Willows Road NE  
 P.O. Box 97023  
 Redmond, WA 98073-9723 U.S.A  
 www.medtronic-ers.com  
 www.medtronic.com  
 tel 800.442.1142  
 fax 800.732.0956

To: Chief Steve Eggatz  
 Davie Fire Rescue  
 6901 Orange Dr  
 DAVIE, FL 33314  
 Phone: (954) 797-1858  
 Fax: (954) 797-1234  
 steven\_eggatz@davie-fl.gov

**Quote#:** 1-DML18  
**Rev#:** 2  
**Quote Date:** 12/06/2004  
**Sales Consultant:** Debbi Stanfield  
 800-442-1142 x 2305  
**FOB:** Redmond, WA  
**Shipping:** 30-45 Days  
**Terms:** Net 30, all quotes subject to credit approval  
 and the following terms & conditions

**SEE NOTES SECTION**

Contract: None

**Exp Date:** 01/24/2005

Line	Catalog # / Description	Qty	List Price	Unit Disc	Trade-In	Unit Price	Ext Total
1	99400-002505 - LP12 DEFIB/MON, ADAPTIV Biphasic, AED, EL Screen, Pacing, SpO2, 12Lead, Fax, NIBP, EtCO2, Trending, 100mm Printer  The biphasec LIFEPAK 12 is an ADAPTIV fully escalating (to 360 joules) biphasec multi-parameter defibrillator/monitor unit. Ship kit included. Hard paddles, batteries and carrying case not included.	20	\$24,995.00	\$8,495.00	\$2,650.00	\$13,850.00	\$277,000.00
2	41310-001536 - LIFEPAK 12 Ship Kit	20	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3	99407-000002 - BSS2, 120 VAC	6	\$1,785.00	\$357.00	\$0.00	\$1,428.00	\$8,568.00
4	41310-000977 - BSS2 ShipKit, USA, ENGLISH, Domestic, Straight Receptacle	6	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
5	11141-000026 - LIFEPAK NiCd battery, 2.4 amp hour capacity  Rechargeable nickel-cadmium with fuel gage. Must be used with an AC or DC Power Adaptor that is compatible with 2.4 amp hour batteries. Same size and weight as 1.7 amp hour battery.	100	\$268.00	\$133.60	\$0.00	\$134.40	\$13,440.00
6	11171-000007 - Masimo SET SpO2 Sensor - Adult Reusable	15	\$320.00	\$64.00	\$0.00	\$256.00	\$3,840.00
7	11260-000012 - LIFEPAK 12 Basic Carrying Case  Includes shoulder strap, right pouch, and front cover.	20	\$147.00	\$29.40	\$0.00	\$117.60	\$2,352.00
8	11220-000027 - Left Pouch  Storage for ECG and other monitoring cables. Requires basic carrying case.	20	\$33.00	\$6.60	\$0.00	\$26.40	\$528.00
9	11220-000072 - Back Pouch - large  Requires basic carrying case.	20	\$46.00	\$9.20	\$0.00	\$36.80	\$736.00

**Quote Products (continued)**Quote#: 1-DML18  
Rev#: 2  
Quote Date: 12/06/2004

Line	Catalog # / Description	Qty	List Price	Unit Disc	Trade-In	Unit Price	Ext Total
10	11996-000025 - Large Adult Cuff, 16x42cm Reusable	20	\$29.00	\$29.00	\$0.00	\$0.00	\$0.00
11	11996-000022 - Child Cuff (Pediatric), 9x27cm Reusable	20	\$21.00	\$21.00	\$0.00	\$0.00	\$0.00
12	80403-000024 - LIFEPAK CR Plus Defibrillator, Semiautomatic operation, AHA voice prompt: Check for breathing, Energy: 200-300-360j  Includes: 2pr QUIK-PAK pacing/defibrillation/ECG electrodes with REDI-PAK preconnect system, 1 CHARGE PAK, AMBU Mask and 1 installed protocol card. Compatible with Infant/Child Reduced Energy Defibrillation Electrodes. 5yr warranty.	10	\$2,195.00	\$695.00	\$0.00	\$1,500.00	\$15,000.00
13	UPG12BLUE - LIFENET BLUE upgrade  Wireless Data Transfer upgrade for LP12 with -06 (4 MB) memory.	20	\$649.00	\$110.33	\$0.00	\$538.67	\$10,773.40
14	11998-000070 - Surface mount wall cabinet with siren  Works with LIFEPAK 500 or CR Plus AEDs. Steel finish wall cabinet with white trim. Surface mounted trim style.	4	\$246.00	\$9.00	\$0.00	\$237.00	\$948.00
15	11210-000021 - Wall Bracket for LIFEPAK CR Plus Defibrillator	4	\$83.00	\$0.00	\$0.00	\$83.00	\$332.00

**GRAND TOTAL****\$333,517.40****Trade-in Detail**

Product	Qty	Unit Value	Total Value
Less Trade-in value for old defibrillator	7	-\$4,000.00	-\$28,000.00
Less Trade-in value for old defibrillator	10	-\$2,500.00	-\$25,000.00

**Pricing Summary Totals**

List Price:	\$583,976.00
Trade-ins:	- \$53,000.00
Cash Discounts:	- \$197,458.60

**GRAND TOTAL FOR THIS QUOTE****\$333,517.40****TO PLACE AN ORDER, PLEASE FAX A COPY OF THE QUOTE/PURCHASE ORDER TO FAX # 800-732-0956, ATTN: SALES SUPPORT.**MEDTRONIC REQUIRES WRITTEN VERIFICATION OF THE ORDER OR A PURCHASE ORDER. PLEASE CHECK ONE:  
☐ PURCHASER HAS A PURCHASE ORDER SYSTEM.  
☐ PURCHASER DOES NOT HAVE A PURCHASE ORDER SYSTEM AND THE UNDERSIGNED IS AUTHORIZED TO ACCEPT THIS ORDER ON THE TERMS AND PRICES QUOTED HEREIN. SIGN TO THE RIGHT:

CUSTOMER APPROVAL (SIGNATURE)

NAME

TITLE

DATE



Ref. Code: CB//1-2C16Y

**Notes:**

TAXES, FREIGHT AND HANDLING FEES WILL BE ADDED AT TIME OF SHIPMENT, IF APPLICABLE.

ABOVE PRICING VALID ONLY IF QUOTE IS PURCHASED IN ITS ENTIRETY. (OPTIONAL ITEMS NOT REQUIRED).  
IF QUOTE REFLECTS TRADE-IN VALUES, CUSTOMER ASSUMES RESPONSIBILITY FOR SHIPMENT OF TRADE-IN UNITS TO  
MEDTRONIC EMERGENCY RESPONSE SYSTEMS.

ITEMS LISTED ABOVE AT NO CHARGE ARE INCLUDED AS PART OF A PACKAGE DISCOUNT THAT INVOLVES THE PURCHASE  
OF A BUNDLE OF ITEMS. CUSTOMER IS SOLELY RESPONSIBLE FOR APPROPRIATELY ALLOCATING THE DISCOUNT  
EXTENDED ON THE BUNDLE WHEN FULFILLING ANY REPORTING OBLIGATIONS IT MIGHT HAVE.

FOR ADDITIONAL PRODUCT INFORMATION PLEASE VISIT US AT [www.medtronic-ers.com/products/](http://www.medtronic-ers.com/products/) AND [www.biphasic.com](http://www.biphasic.com)

**\*\*\*\*\* SPECIAL NOTES \*\*\*\*\***

FOR ONE YEAR AFTER THE PURCHASE OF THE ITEMS ON THIS QUOTE, ADDITIONAL PURCHASES WILL BE OFFERED AT THE  
SAME COST WITH THE EXCEPTIONS OF TRADE-IN DEVICES. THERE WILL BE NO ADDITIONAL TRADE-IN DISCOUNT FOR  
SUBSEQUENT PURCHASES AT THIS COST THROUGH JANUARY OF 2006.